

# **Attention!**

## **Statewide**

### **Can Liners Contract**

**The new Statewide Contracts for Low Density can liners are in place for your use and ordering information is included below. However, the contracts for the High Density can liners are currently in dispute. We greatly apologize for any inconvenience that this may cause and expect a quick resolution.**

**Thank you,**

**Anthony Cromartie  
Procurement Manager**

## **Can Liners (Low Density) (Solicitation #5400007042)**

**Maximum Contract Period: March 04, 2014 – March 03, 2017**

We are pleased to have finished positioning the can liner contracts and appreciate everyone's patience while we worked through some key issues caused by shifts in this commodity's market. The contract sheets consolidate a great deal of information onto relatively few pages for contract users to reference when placing orders. While the procurement officer, who authors the contract sheets, has been deeply immersed in the commodity's market for approximately 6 months, the contract users have not. Therefore, what is perfectly clear to the author, may be vague or unclear to the contract user. With that in mind, please provide us feedback regarding both the format and content of the contract sheets.

### **Content of Contract Sheets**

I. Introduction & Guideline for Contract Use

II. Key Terms / Definitions to Use with Pricing Tables

III. Pricing Tables:

IV. Contractor's Information

**I. INTRODUCTION & Guideline for Contract Use:** The can liners were split into two separate solicitations, Low Density and High Density. The two Solicitations represent two types of liners that are readily available on the market. We have historically contracted for Low and High Density liners. The following table provides the basic characteristics associated with each type liner:

<b>CHARACTERISTIC / DESCRIPTION</b>	<b>LOW DENSITY</b>	<b>HIGH DENSITY</b>
Green Spec's	Yes	No
Thickness to Achieve Comparable Strength	Thicker	Thinner
How Thickness is Measured	Mils	Microns
Properties Under Stress	- Stretches Until It Fails - Failure tends to be more limited to the point of stress	- Little stretching - Rips / Tears when fails - Failure tends to extend beyond the point of stress
Example Applications	Kitchen and lawn trash bags	Thin, light grocery bags that rip when they fail
Shelf Life	Long	Long

Since we have adequate competition, we elected to award to the lowest 2 offerors for each liner type. This is truly a "Dual Award" and not a "Primary & Secondary Award" approach. Contract users can order from 1 or both contractors as best meets their operational needs with no additional documentation. This provides some contract user choice and a readily available solution for contractor temporary stock outages or contract termination.

**Pricing Strategies:** There are 4 separate prices established for each size and type liner based on order quantities. Furthermore, the prices used when placing orders are based on the total number of cases for each purchase order. Line items can be combined to achieve a better price point.

The following is an excerpt from the solicitation document:

**“Pricing for each size and type can liner will be established for the following order quantity ranges:**

- 1. 25 – 99 cases**
- 2. 100- 199 cases**
- 3. 200 – 999 cases**
- 4. 1,000 cases or more**

**The price used for each size and type can liner when placing orders will be based on the total number of cases per order. In other words, an order consisting of 4 line items of 250 cases each (250 + 250 + 250 + 250 = 1,000) will receive the “1,000 case or more” pricing for all 4 line items.”**

**We encourage contract users to consider the potential to consolidate orders to achieve lower unit prices.**

Additionally, contract users should keep in mind the overall low offeror for each lot was not necessarily low for every line item within the lot. With this in mind, we have both highlighted and listed in green font the lower of the 2 prices awarded for each line item (example: **\$15.50**).

Since there are 2 key pricing variables (total # of cases per order, and lowest price offered per line item), it may be necessary to price out an order or orders multiple ways to determine the best value for your organization.

## **II. Key Terms / Definitions to Use with Pricing Tables:**

**Size** is listed in inches. Items offered must be within +/- 1 inch of the stated size.

**Thicknesses** are expressed as “MINIMUMS” in MILS for items in Lots LD and B. They are expressed as “MINIMUMS” in MICRONS for items in Lot HD. Items offered must be at least as thick as the stated minimum thickness.

**Bag Capacities** are expressed as “MINIMUMS in gallons. Items offered must be rated to hold at least the stated minimum bag capacity.

**Color** is stated as either “Dark”, “Clear”, or “Color”. With few exceptions, LD bags are to be “Dark” in color.

There are 8 line items (65-72) specified to come in colors (brighter than dark). Offerors are to list the standard colors offered in the “Item Description” blocks (blank lines have been inserted and labeled appropriately for the 8 line items). All High Density items are to be clear in color.

**Net Case Weight (NCW):** The net case weight is the weight of the can liners **ONLY** expressed in pounds (to the nearest 10<sup>th</sup> (0.1) of a pound). Stated another way, it is the total case weight less the weight of the packaging expressed in pounds (to the nearest 10<sup>th</sup> (0.1) of a pound). The weights are listed as minimums. Net Case Weights offered may exceed but may not be less than the weights specified on the bid schedule.

**NOTE:** Net Case Weight was added per the input of offerors at the “Pre-Bid Conference”. They indicated the requirement to stencil these weights on the outside of the cases should help with contract compliance. It provides a fairly straight forward and inexpensive way to roughly confirm the size and thickness combination meets specifications. Should a contract user become concerned that the liners provided are not the quality level specified, they should:

1. Verify the NCW listed on the case is the same or greater than the NCW listed on the pricing table contained in these contract sheets
2. Weigh the case full and unopened
3. Remove the liners, and weigh the packaging
4. Subtract the weight of the packaging from the weight of the full case. It should equal or exceed the NCW listed on the pricing table contained in these contract sheets.

**(Pricing Tables begin on the next page)**

**NOTE:** A Short version of the applicable contractor’s names are listed at the top of the unit price columns. Use same to reference the contractors’ detailed ordering information listed in the last section of the contract sheets.

### **III. Pricing Tables:**

#### **(Low Density Liners)**

<b>Description – Low Density Liners</b>	<b>Item #</b>		<b>All American Unit Price</b>	<b>Calico Unit Price</b>
Class: R Size: 20" x 21" Thickness: 0.4 mil Liners/Case: 1,000 Color: Dark Capacity: 7 gal. NCW 11.1 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	2021AAP	9940002
	1	25-99 Case Price	\$32.74	\$15.50
	2	100-199 Case Price	\$31.48	\$15.25
	3	200-999 Case Price	\$30.22	\$14.63
	4	≥1,000 Case Price	\$28.96	\$13.39
Class: R Size: 23" x 25" Thickness: 0.4 mil Liners/Case: 1,000 Color: Dark Capacity: 13 gal. NCW 15.2 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	2325AAP	9940214
	5	25-99 Case Price	\$39.66	\$20.30
	6	100-199 Case Price	\$36.21	\$19.78
	7	200-999 Case Price	\$35.86	\$19.26
	8	≥1,000 Case Price	\$35.52	\$18.58
Class: R Size: 23" x 33" Thickness: 0.4 mil Liners/Case: 1,000 Color: Dark Capacity: 15 gal. NCW 20.1 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	2333AAP	9940200
	9	25-99 Case Price	\$52.35	\$26.37
	10	100-199 Case Price	\$47.80	\$25.68
	11	200-999 Case Price	\$47.34	\$25.44
	12	≥1,000 Case Price	\$46.89	\$24.76
Class: M Size: 33" x 39" Thickness: 0.5 mil Liners/Case: 250 Color: Dark Capacity: 33 gal. NCW 10.6 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3339AAP	9940176
	13	25-99 Case Price	\$22.18	\$12.25
	14	100-199 Case Price	\$20.25	\$11.76
	15	200-999 Case Price	\$20.06	\$11.27
	16	≥1,000 Case Price	\$19.86	\$10.94

<b>Description – Low Density Liners</b>	<b>Item #</b>		<b>All American Unit Price</b>	<b>Calico Unit Price</b>
Class: M Size: 40" x 46" Thickness: 0.5 mil Liners/Case: 250 Color: Dark Capacity: 40 gal. NCW 15.2 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	4046AAP	9940172SP
	17	25-99 Case Price	\$31.72	\$17.83
	18	100-199 Case Price	\$28.96	\$17.11
	19	200-999 Case Price	\$28.68	\$16.40
	20	≥1,000 Case Price	\$28.41	\$15.97
Class: H Size: 30" x 36" Thickness: 0.7 mil Liners/Case: 250 Color: Dark Capacity: 20 gal. NCW 12.5 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3036AAP	9940190
	21	25-99 Case Price	\$18.61	\$13.10
	22	100-199 Case Price	\$16.99	\$12.79
	23	200-999 Case Price	\$16.83	\$12.05
	24	≥1,000 Case Price	\$16.67	\$11.74
Class: H Size: 33" x 39" Thickness: 0.7 mil Liners/Case: 250 Color: Dark Capacity: 33 gal. NCW 14.9 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3339AAP	9940179
	25	25-99 Case Price	\$22.18	\$15.53
	26	100-199 Case Price	\$20.25	\$14.90
	27	200-999 Case Price	\$20.06	\$14.28
	28	≥1,000 Case Price	\$19.86	\$13.91
Class: H Size: 36" x 58" Thickness: 0.9 mil Liners/Case: 100 Color: Dark Capacity: 55 gal. NCW 12.4 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3658AAP	99400088
	29	25-99 Case Price	\$14.39	\$12.38
	30	100-199 Case Price	\$13.13	\$12.08
	31	200-999 Case Price	\$13.01	\$11.68
	32	≥1,000 Case Price	\$12.88	\$11.39
Class: H Size: 38" x 58" Thickness: 0.9 mil Liners/Case: 100 Color: Dark Capacity: 55 gal. NCW 13.1 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3858AAP	9940100
	33	25-99 Case Price	\$15.19	\$13.06
	34	100-199 Case Price	\$13.87	\$12.75
	35	200-999 Case Price	\$13.73	\$12.33
	36	≥1,000 Case Price	\$13.60	\$12.02

Description – Low Density Liners	Item #		All American Unit Price	Calico Unit Price
Class: H Size: 43" x 47" Thickness: 0.9 mil Liners/Case: 100 Color: Dark Capacity: 56 gal. NCW 12.0 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	4347AAP	9940060
	37	25-99 Case Price	\$13.92	\$11.94
	38	100-199 Case Price	\$12.71	\$11.69
	39	200-999 Case Price	\$12.59	\$11.30
	40	≥1,000 Case Price	\$12.47	\$10.94
Class: XH Size: 33" x 39" Thickness: 1.5 mil Liners/Case: 100 Color: Dark Capacity: 33 gal. NCW 12.8 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3339XHAAP	9910293
	41	25-99 Case Price	\$10.17	\$10.89
	42	100-199 Case Price	\$9.59	\$10.61
	43	200-999 Case Price	\$9.48	\$10.34
	44	≥1,000 Case Price	\$9.36	\$9.94
Class: XH Size: 33" x 39" Thickness: 1.5 mil Liners/Case: 100 Standard Colors Capacity: 33 gal. NCW 12.8 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3339XHAAP	9910293SP
	45	25-99 Case Price	\$10.17	\$12.70
	46	100-199 Case Price	\$9.59	\$12.17
	47	200-999 Case Price	\$9.48	\$11.85
	48	≥1,000 Case Price	\$9.36	\$11.43
Class: XH Size: 38" x 58" Thickness: 1.5 mil Liners/Case: 100 Color: Dark Capacity: 55 gal. NCW 21.9 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3858XHAAP	9911130
	49	25-99 Case Price	\$17.44	\$17.44
	50	100-199 Case Price	\$16.44	\$16.91
	51	200-999 Case Price	\$16.25	\$16.05
	52	≥1,000 Case Price	\$16.05	\$15.48
Class: XH Size: 40" x 46" Thickness: 1.7 mil Liners/Case: 100 Color: Dark Capacity: 40 gal. NCW 20.7 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	4046XHAAP	9910435
	53	25-99 Case Price	\$16.17	\$17.93
	54	100-199 Case Price	\$15.25	\$16.94
	55	200-999 Case Price	\$15.07	\$16.44
	56	≥1,000 Case Price	\$14.88	\$15.84

Description – Low Density Liners	Item #		All American Unit Price	Calico Unit Price
Class: XH Size: 38" x 58" Thickness: 1.7 mil Liners/Case: 50 Color: Dark Capacity: 55 gal. NCW 12.4 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3858XH+AAP	9911176SP
	57	25-99 Case Price	\$9.68	\$10.27
	58	100-199 Case Price	\$9.13	\$10.00
	59	200-999 Case Price	\$9.02	\$9.73
	60	≥1,000 Case Price	\$8.91	\$9.64
Class: XXH Size: 52" x 75" Thickness: 2.0 mil Liners/Case: 50 Standard Colors: Capacity: 45 gal. NCW 25.8 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	5275XXHAAP	9952X75
	61	25-99 Case Price	\$20.00	\$27.20
	62	100-199 Case Price	\$18.86	\$26.11
	63	200-999 Case Price	\$18.64	\$25.02
	64	≥1,000 Case Price	\$18.41	\$24.37
Class: XH Size: 33" x 39" Thickness: 1.5 mil Liners/Case: 100 Color: Bright Orange & Bright Blue Capacity: 33 gal. NCW 12.8 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	3339XHAAP	9933X39
	65	25-99 Case Price	\$15.04	\$12.70
	66	100-199 Case Price	\$14.46	\$12.48
	67	200-999 Case Price	\$13.30	\$12.17
	68	≥1,000 Case Price	\$12.72	\$11.84
Class: XXH Size: 52" x 75" Thickness: 2.0 mil Liners/Case: 50 Color: Bright Orange & Bright Blue Capacity: 45 gal. NCW 25.8 lbs.		Manufacturer	All American Poly	Calico
		Stock Number	5275XXHAAP	9952X75
	69	25-99 Case Price	\$30.40	\$27.20
	70	100-199 Case Price	\$29.23	\$26.11
	71	200-999 Case Price	\$26.89	\$25.02
	72	≥1,000 Case Price	\$25.72	\$24.37



## **IV. Contractors' Information:**

<b>VENDOR:</b>	ALL AMERICAN POLY 40 TURNER PLACE PISCATAWAY, NJ 08854
<b>CONTACT PERSON:</b>	ZEKE ROSEWASSER
<b>TELEPHONE NUMBER:</b>	(732) 752-3200 EXT. 1124
<b>TOLL FREE NUMBER:</b>	NOT PROVIDED
<b>FAX NUMBER:</b>	(732) 752-2305
<b>E-MAIL:</b>	NOT PROVIDED
<b>VENDOR NUMBER:</b>	
<b>F.E.I.N.:</b>	13-2837320
<b>CONTRACT NUMBER:</b>	<b>4400007903</b>
<b>EFFECTIVE DATE:</b>	MARCH 04, 2014
<b>EXPIRATION DATE:</b>	MARCH 03, 2017
<b>DELIVERY:</b>	30 Days ARO
<b>LINK TO:</b>	<a href="#">Contract Terms and Conditions</a>

**VENDOR:** CALICO INDUSTRIES INC  
9045 JUNCTION DRIVE  
ANNAPOLIS JUNCTION, MD 20701-2005

**CONTACT PERSON:** MICHAEL HEVERLY

**TELEPHONE NUMBER:** NOT PROVIDED

**TOLL FREE NUMBER:** (800) 638-0828

**FAX NUMBER:** (301) 575-0131

**E-MAIL:** [bids@calicoindustries.com](mailto:bids@calicoindustries.com)

**VENDOR NUMBER:** 7000092240

**F.E.I.N.:** 13-5551939

**CONTRACT NUMBER:** **4400007902**

**EFFECTIVE DATE:** MARCH 04, 2014

**EXPIRATION DATE:** MARCH 03, 2017

**DELIVERY:** 30 Days ARO

**LINK TO:** [Contract Terms and Conditions](#)